

## **TOP Reasons for Screen Outs on Originating SBA Loans**

### **Incomplete or Missing**

- Form 1919 and 1920 Incomplete or not signed
- Credit Memo Incomplete
  - Affiliate financials missing
  - Business Debt Schedule Incomplete
  - Historical Financials Incomplete or Need Clarification
  - Outside Income Verification Needed
  - Derogatory Credit - Explanation Needed
  - Working Capital Request -Justification Needed
  - Collateral Shortfall – Real Estate Available
  - Possible Affiliates - Clarification Required
  - Life Insurance not addressed
  - Historical Financials Missing
  - Pro-forma Balance Sheet Missing
  - Personal Financial Statement Incomplete

### **Refinancing**

- Copy of Notes to be Refinanced Missing
- Missing Transcripts for Same Institution Debt
- 10% Improvement to Cash Flow Not Met

### **Business Acquisition**

- Purchase Agreement for Business Needed
- Lender's Internal Business Valuation Missing
- Independent Business Valuation Missing

### **Franchise**

- Franchise Agreement and FDD Needed
- Certificate of Franchise Documents Needed
- Fuel Supply / Jobber Agreement Needed

### **Other**

- Real Estate Purchase Agreement Needed
- Unclear Use of Proceeds